

Message Text

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ORIGIN ARA-14

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DRAFTED BY:ARA:ECA:STMYLES

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FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

UNCLAS STATE 005191

FOLLOWING TELEGRAM FROM USDOC WASHDC 301814Z SENT
BRASILIA IS REPEATED TO YOU: QUOTE

UNCLAS USDOC WASHDC 24890

E.O. 11652 N/A

TAGS: BEXP, BR

SUBJECT: PROPOSED STATE OF MINAS GERAIS INVESTMENT
MISSION TO U.S.

REF: BRASILIA T-10269, 12/15/77

1. AS REQUESTED REFTTEL, FOLLOWING ARE NAMES PERTINENT
STATE ECONOMIC AGENCIES: CLIFF Klier, DIRECTOR, INTER-
NATIONAL DIVISION, OFFICE ECONOMIC EXPANSION, MICHIGAN
DEPARTMENT OF COMMERCE, LAW BUILDING, LANSING, MICHIGAN
48913; DAVID SWANSON, DIRECTOR, WISCONSIN DEPARTMENT OF
BUSINESS DEVELOPMENT, 123 W. WASHINGTON AVENUE, MADISON,
WISCONSIN 53702; DONALD DUSTER, DIRECTOR, DEPARTMENT OF
BUSINESS AND ECONOMIC DEVELOPMENT, STATE OF
ILLINOIS, 205 W. WACKER DRIVE, CHICAGO, ILLINOIS 60606;
MRS. DOROTHY DEEMS, DEPARTMENT OF ECONOMIC DEVELOPMENT,
STATE OF OHIO, TOWER BLDG., CLEVELAND, OHIO 43216.

2. CONTACTS AT CHAMBERS OF COMMERCE ARE: GEORGE KIBA,
DIRECTOR, WORLD TRADE DEPT., DETROIT CHAMBER OF
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COMMERCE, 150 MICHIGAN AVENUE, DETROIT, MICHIGAN
48226; JOHN LATHE, PRESIDENT, CLEVELAND CHAMBER OF
COMMERCE, 690 UNION COMMERCE BLDG., CLEVELAND, OHIO
44155; JOHN DUNCAN, MILWAUKEE CHAMBER OF COMMERCE,
828 N. BROADWAY, MILWAUKEE, WISCONSIN 53202; THOMAS
H. COULTER, DIRECTOR, CHICAGO ASSOCIATION OF
COMMERCE AND INDUSTRY, 130 S. MICHIGAN, CHICAGO,

ILLINOIS 60603.

3. APPROPRIATE INDUSTRY TRADE ASSOCIATIONS

INCLUDE: JOHN A. CONNOR, INTERNATIONAL TRADE DIRECTOR,
NATIONAL MACHINE TOOL BUILDERS' ASSN., 7901 WESTPARK
DRIVE, MCLEAN, VIRGINIA 22101; C. WELLES JATHO,
EXECUTIVE SECRETARY, CUTTING TOOL MANUFACTURERS ASSN.,
6785 TELEGRAPH ROAD, BIRMINGHAM, MICHIGAN 48010;
DONN R. PROVEN, EXECUTIVE MANAGER, EQUIPMENT
AND TOOL INSTITUTE, 1545 WAUKEGAN ROAD, GLENVIEW,
ILLINOIS 60025.

4. ALTHOUGH MR. MASCARENHAS MAY WISH TOUCH BASE WITH
STATE DEVELOPMENT OFFICES, USDOC BELIEVES CHAMBERS OF
COMMERCE WILL PROBABLY BE MORE HELPFUL. PRIMARY ROLE
OF STATE DEVELOPMENT AGENCIES IS TO ATTRACT INWARD
INVESTMENT, NOT ENCOURAGE FOREIGN INVESTMENT.

5. IN ADDITION ORGANIZATIONS LISTED ABOVE, REGIONAL
BANKS IN WISCONSIN, ILLINOIS, MICHIGAN AND OHIO MAY
BE ANOTHER SOURCE ASSISTANCE. SOME OF THESE BANKS
VERY INTERESTED BRAZIL, MIGHT WISH HOST LUNCHEONS,
SIMILAR AFFAIRS FOR MISSION MEMBERS.

6. WOULD APPRECIATE EMBASSY KEEPING USDOC ADVISED,
AS PLANS FOR MISSION DEVELOP. WOULD BE GLAD PROVIDE
OTHER SUGGESTIONS, BACK UP SUPPORT AS
APPROPRIATE. UNQUOTE VANCE

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